

Message Text

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PAGE 01 STATE 181149

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TO AMEMBASSY LAGOS

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E.O. 11652: N/A

TAGS: AGAO, ETRD, NI

SUBJECT: GAO SURVEY: "INTERNATIONAL OIL MARKET SYSTEM"

1. GAO HAS REQUESTED DEPT SEND FOLLOWING SERIES OF QUESTIONS TO EMBASSY FOR RESPONSE. YOUR TIMELY RESPONSE WILL PRECLUDE VISIT TO POST. QUESTIONS DISCUSSED ALREADY IN OUTLINE WITH KRIS ATCHLEY LAST WEEK. PLEASE REPLY TELEGRAPHICALLY BY SEPTEMBER 1.

2. THE FOLLOWING GENERAL QUESTIONS TO BE RAISED WITH EMBASSY OFFICIALS ARE ALSO BEING ASKED OF OTHER POSTS BEING VISITED BY GAO:

A) WHAT IS THE RELATIONSHIP OF NIGERIA TO OPEC AND THE OIL COMPANIES?

B) HOW ARE PRODUCTION DECISIONS MADE (PAST, PRESENT, FUTURE)?

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PAGE 02 STATE 181149

(1) ROLE OF THE OIL MINISTRY, THE STATE-OWNED OIL COMPANY,
THE OIL COMPANY, THE US EMBASSY, OPEC, OUTSIDE CONSULTANTS?

(C) WHAT ARE THE TERMS OF ACCESS?

(1) TYPE OF CONTRACT CONCESSION;

RIGHTS;

RIGHTS;

(3) TAX/ROYALTY ARRANGEMENTS;

(3) TAX/ROYALTY ARRANGEMENTS;

(4) PRICING ARRANGEMENTS, DISCOUNTS, DIFFERENTIALS, TERMS
OF PAYMENT;

(5) OTHER ARRANGEMENTS, TRAINING PROGRAMS, DEVELOPMENT
COMMITMENTS, PR REQUIREMENTS.

D) WHAT ARE THE TRENDS AND TERMS OF FUTURE DEVELOPMENT BY
MULTINATIONAL OIL COMPANIES, E.G. EXPLORATION, PRODUCTION
REFINING, TRANSPORTATION, MARKETING, TECHNOLOGY?

E) WHAT ARE THE TRENDS OF STATE OIL COMPANIES?

(1) STRUCTURE, MANAGEMENT POTENTIAL, TRAINING OF NATIONALS,
AVAILABILITY OF PROFESSIONAL CONSULTANTS;

(2) AVAILABILITY OF NECESSARY CAPITAL (CURRENT ACCOUNTS
SURPLUS, FOREIGN INVESTORS, INTERNATIONAL AGENCIES).

F) HOW DOES OIL FIT INTO THE NIGERIAN DEVELOPMENT PLAN?

(1) PLANS FOR SPINOFF INDUSTRIES (PETROCHEMICALS,
SUPPLIERS);

(2) AS A SOURCE FOR INDUSTRY AND OTHER ECONOMIC ACTIVITY.

G) WHAT PLANS DOES NIGERIA HAVE FOR DEVELOPMENT OF OIL/
ENERGY? HOW DO THESE PLANS COORDINATE WITH OPEC?

(1) REFINING AND MARKETING;
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PAGE 03 STATE 181149

(2) DOWNSTREAM INTEGRATION;

(3) UPSTREAM PRODUCTION, EXPLORATION.

H) HOW WILL THE GON RELY ON INTERNATIONAL LENDING ORGANI-
ZATIONS AND OTHER INSTITUTIONS?

3. DR. O'BRIEN, SENIOR GAO PROJECT MANAGER FOR THIS CONGRESSIONAL STUDY, IS MOST APPRECIATIVE OF EMBASSY'S COOPERATION AND ASSISTANCE IN PROVIDING REQUESTED INFORMATION TO EXTENT POSSIBLE.

ROBINSON

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